

Dairy Production, Sales and Stock Summary Report

A Quality Produce & Quality Service begins with Quality Thinking.

About Analysis:

This analysis shows the Dairy Production, Sales and Summary by locations.

I have tried to generate some trends and insight.

This analysis mainly looks at :

- . Dairy Production, Sales & Stock trend from 2019-2022.**
- . Overall analysis for 11 locations has been considered and few insight have been mentioned based on data.**
- . The Data for this analysis has been taken from Kaggle and link - <https://www.kaggle.com/datasets/suraj520/dairy-goods-sales-dataset>**

Click to Summary

Dairy Production, Sales and Stock Summary Report

Analysis Info:

Date Range : **2019-2022**

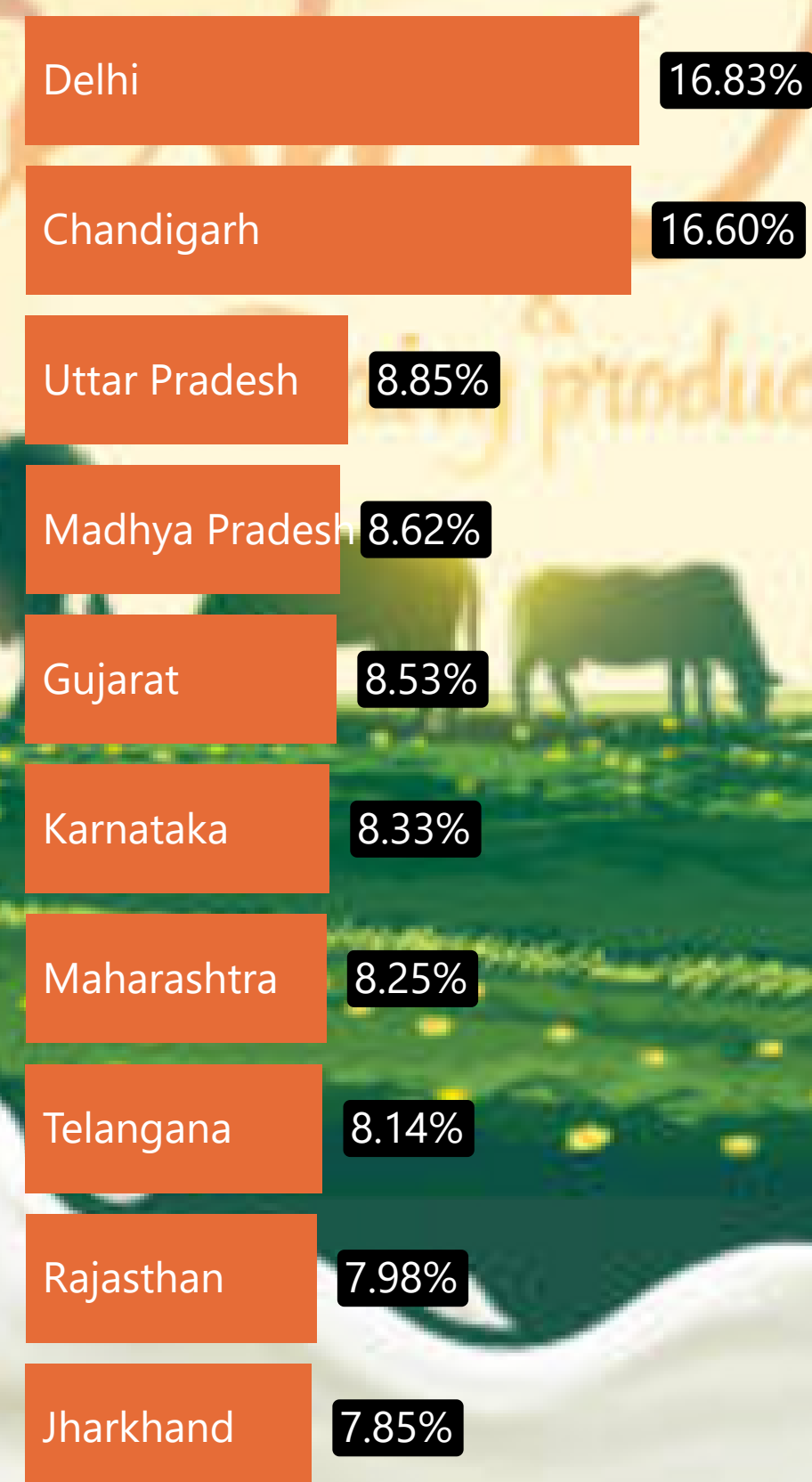
Analyzed for **15 states**

Metrix used for Analysis:

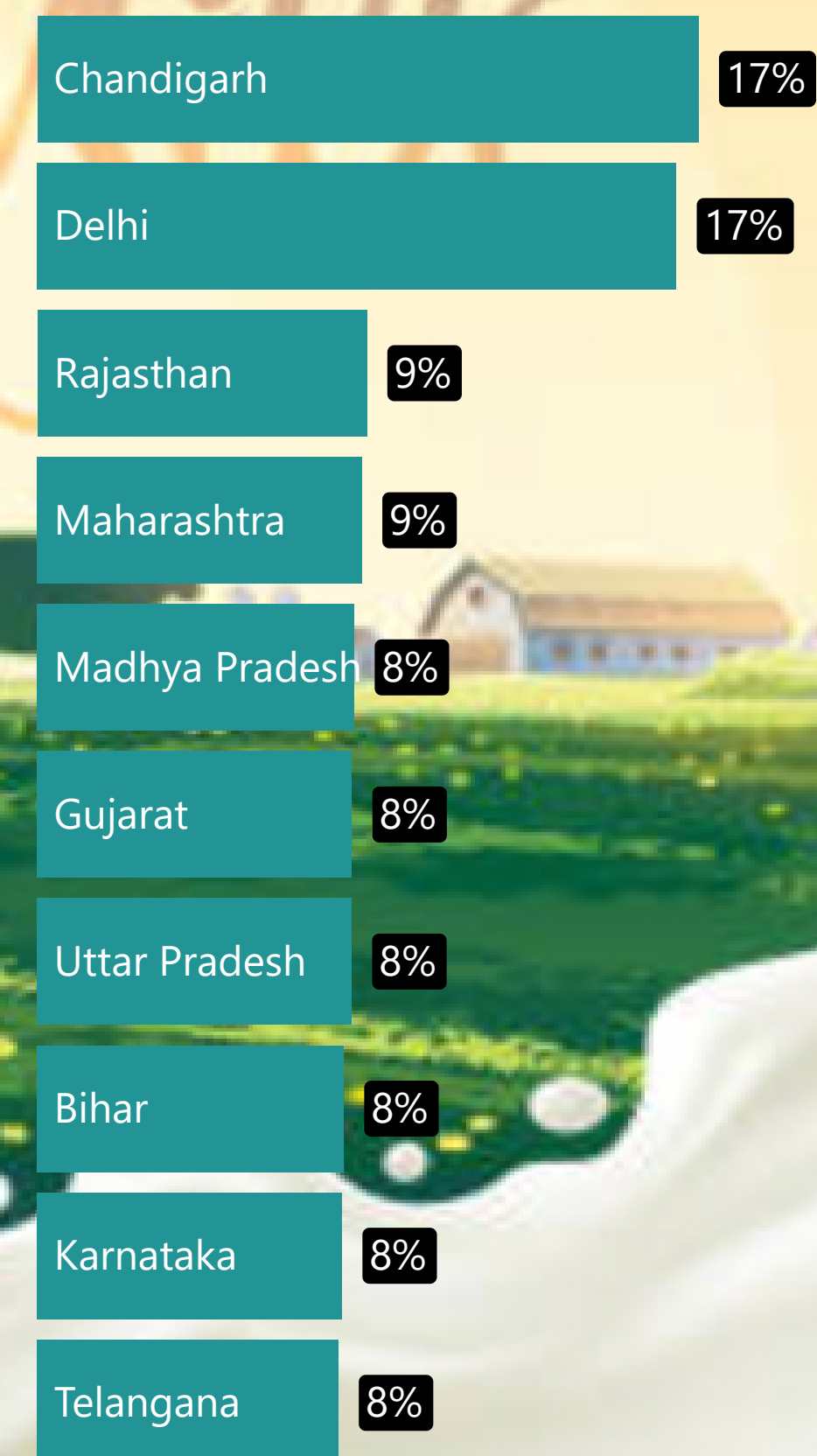
- Dairy **Production**
- Dairy **Sales**
- Dairy **Stocks**

Top 10 Dairy Location(By):

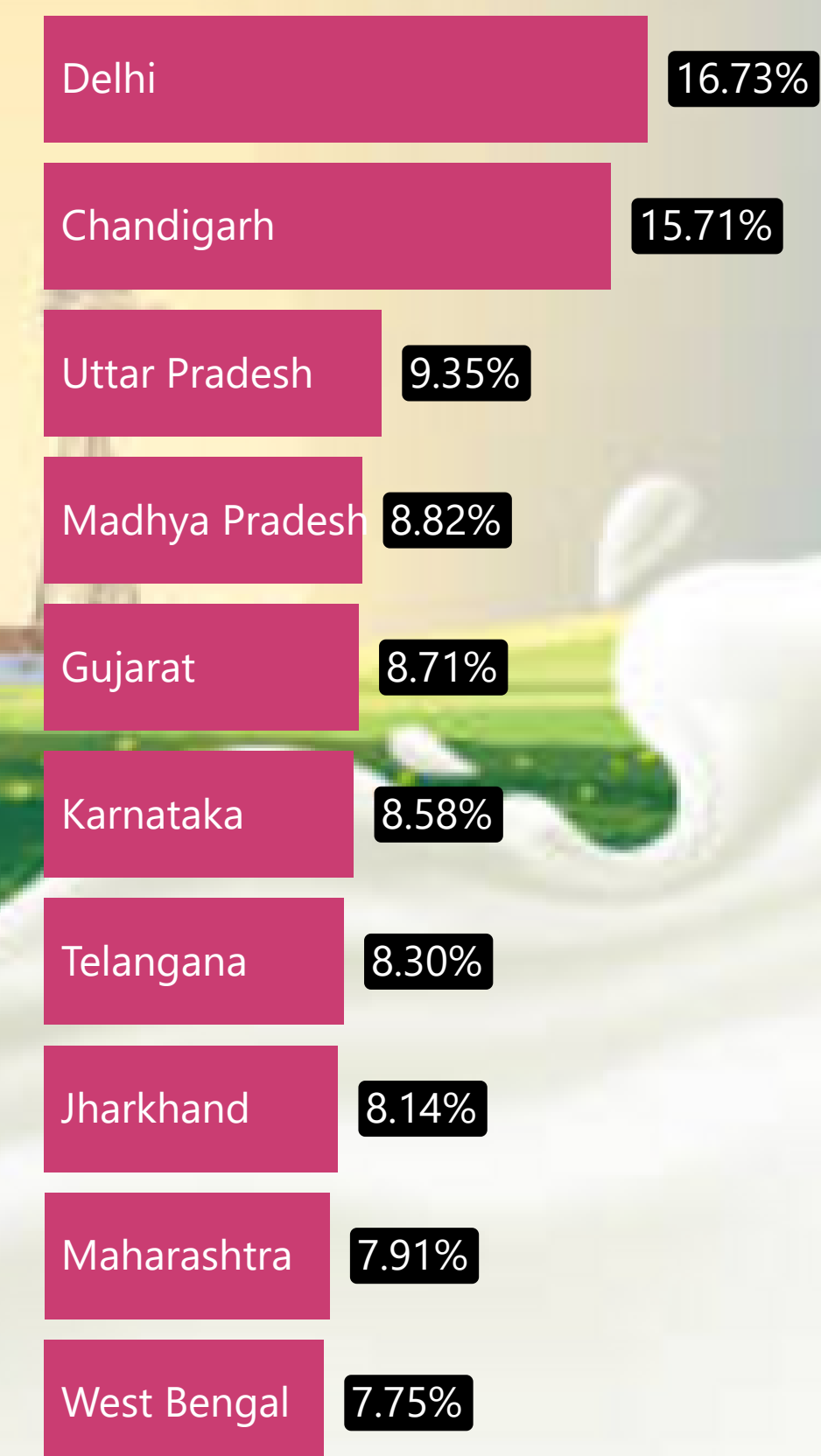
Dairy Production



Dairy Sales



Dairy Stock



Dairy Production

Dairy Sales

Dairy Stock





Dairy Sales

Dairy Stock

Year

All

Location

All

Product Name

All

Brand

All

Clear all

Insights - At **12.20% Delhi** had the highest % of Dairy Production, followed by **Chandigarh at 12.03%** and **Uttar Pradesh at 6.42%** of total Dairy Production.

Prod Quantity

2.17M

No of Cows

237.72K

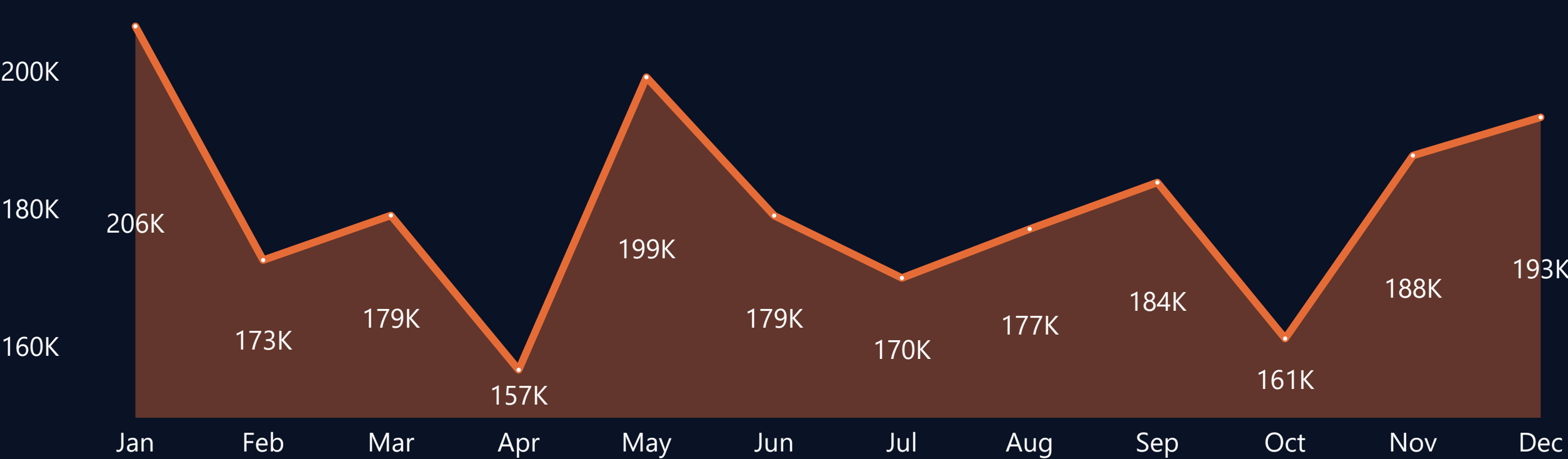
No of farms

15

Total Area(acres)

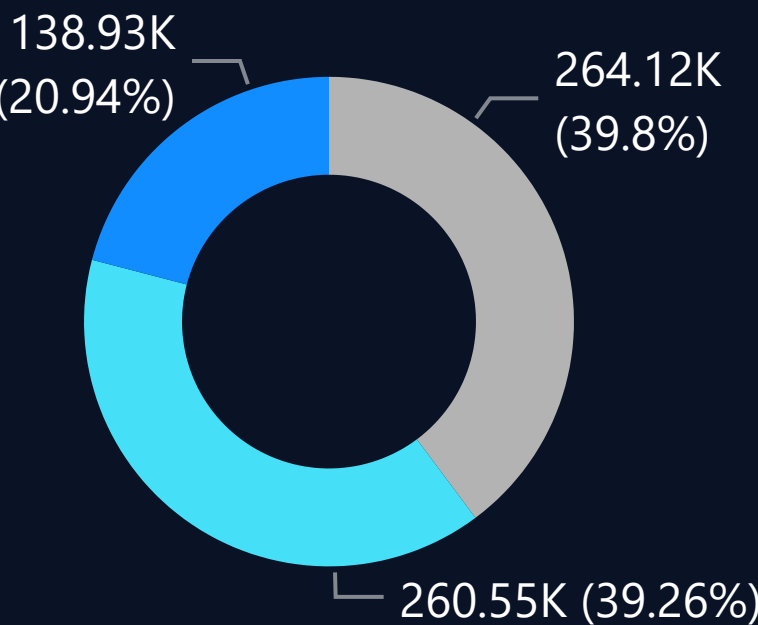
4,325.00

Total Dairy Production



Top 3 Dairy production states

● Delhi ● Chandigarh ● Uttar Pradesh



Production Quantity by Product names

Curd	Milk	Yogurt	Ice Cream
2,54,175.14	2,15,247.89		
Lassi	Buttermilk	2,10,447.77	2,08,612.54
2,26,337.86	2,11,407.51	Cheese	
Butter	Paneer	2,06,369.79	
2,25,574.14	2,10,582.35	Ghee	
		1,96,567.75	

Dairy Production | Location, Product & Brand wise

Location	Total Production(lt/kg)	Production %	Price per Unit
+ Delhi	2,64,116.78	12.20%	28,691.30
+ Chandigarh	2,60,545.14	12.03%	28,851.42
+ Uttar Pradesh	1,38,929.46	6.42%	15,869.25
+ Madhya Pradesh	1,35,215.17	6.24%	14,017.22
+ Gujarat	1,33,873.94	6.18%	14,218.98
+ Karnataka	1,30,778.69	6.04%	14,204.22
+ Maharashtra	1,29,449.65	5.98%	14,145.26
+ Telangana	1,27,796.76	5.90%	13,283.73
+ Rajasthan	1,25,243.29	5.78%	13,078.05
+ Jharkhand	1,23,144.54	5.69%	13,752.49
+ Kerala	1,19,904.75	5.54%	13,483.08
+ West Bengal	1,19,844.19	5.53%	13,533.41
+ Haryana	1,19,478.31	5.52%	13,650.96
+ Bihar	1,18,832.82	5.49%	13,498.01
+ Tamil Nadu	1,18,169.25	5.46%	12,671.80
Total	21,65,322.74	100.00%	2,36,949.18



Dairy Production

Dairy Stock

Year

All

Location

All

Product Name

All

Brand

All

Sales Channel

Online

Retail

Wholesale

Clear all

Insights - At **40.76% Kerala** had the highest % of Profit in Dairy Sales, followed by **Bihar at 37.79%** and **Tamil Nadu at 35.69%** of Profits in Dairy Sales.

Dairy Sales | Location, Product & Brand wise

Location	Total Sales	Cost price	Revenue	Profit	Profit %
+ Delhi	118604	₹ 63,29,650.28	₹ 65,58,780.80	₹ 2,29,130.52	▲ 28.62
+ Chandigarh	114773	₹ 63,48,229.71	₹ 65,55,608.26	₹ 2,07,378.55	▲ 31.61
+ Bihar	77544	₹ 45,18,767.97	₹ 46,41,607.19	₹ 1,22,839.22	▲ 37.79
+ Uttar Pradesh	68399	₹ 35,56,272.64	₹ 37,32,015.05	₹ 1,75,742.41	▲ 21.24
+ Telangana	67750	₹ 32,35,307.92	₹ 33,70,127.41	₹ 1,34,819.49	▲ 25.00
+ Karnataka	67370	₹ 36,43,716.38	₹ 38,06,119.65	₹ 1,62,403.27	▲ 23.44
+ Kerala	66948	₹ 39,19,012.81	₹ 40,17,572.01	₹ 98,559.20	▲ 40.76
+ Tamil Nadu	65892	₹ 35,36,727.46	₹ 36,38,692.60	₹ 1,01,965.14	▲ 35.69
+ Maharashtra	65848	₹ 36,27,332.82	₹ 37,67,663.24	₹ 1,40,330.42	▲ 26.85
+ West Bengal	63949	₹ 36,54,158.68	₹ 37,97,431.99	₹ 1,43,273.31	▲ 26.50
+ Gujarat	63938	₹ 35,44,194.76	₹ 36,52,951.57	₹ 1,08,756.81	▲ 33.59
+ Jharkhand	60950	₹ 34,57,304.97	₹ 35,79,486.65	₹ 1,22,181.68	▲ 29.30
+ Madhya Pradesh	60082	₹ 33,32,574.72	₹ 34,39,380.16	₹ 1,06,805.44	▲ 32.20
+ Rajasthan	57017	₹ 31,12,082.85	₹ 32,33,210.01	₹ 1,21,127.16	▲ 26.69
+ Haryana	53947	₹ 29,21,529.14	₹ 30,30,761.27	₹ 1,09,232.13	▲ 27.75
Total	1073011	₹ 5,87,36,863.11	₹ 6,08,21,407.86	₹ 20,84,544.75	29.18

Total Sales(lt/kg)

1.07M

Revenue(Inr)

₹ 60.82M

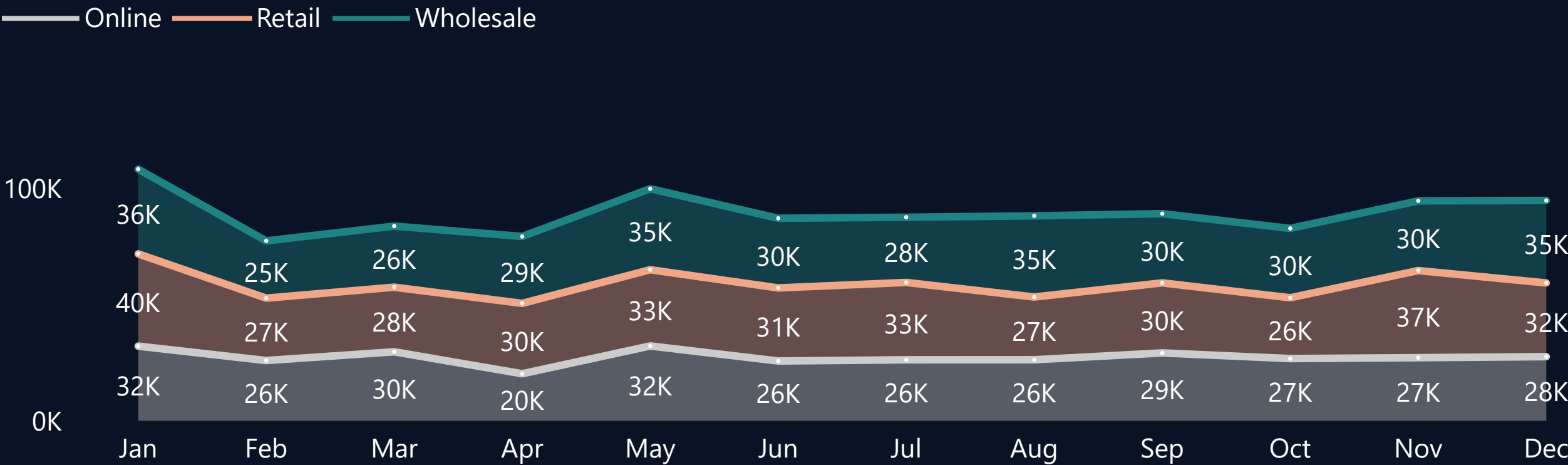
Cost Price(Inr)

₹ 58.74M

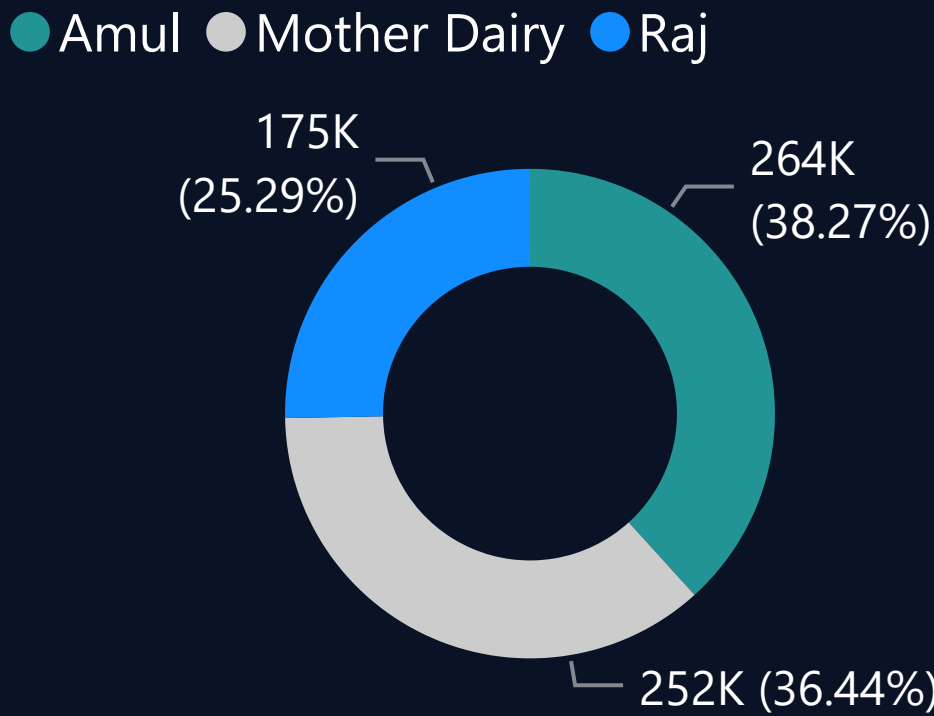
Profit(Inr)

₹ 2.08M

Dairy Sales | Over Channels by Months



Top 3 Selling Brand



Sales Quantity by Product names

Curd	Butter	Yogurt	Cheese
120415.00	109578.00		
Lassi	Paneer	104744.00	104065.00
		Buttermilk	
		100402.00	
Milk	Ice Cream	Ghee	
109852.00	104780.00	98513.00	



Dairy Production

Dairy Sales

Year

All

Location

All

Product Name

All

Brand

All

Clear all

Insights - At **12.27% Delhi** had the highest % of Stock having location, followed by **Chandigarh at 11.53%** and **Uttar Pradesh at 6.86%** of total stock.

Stock...

1.09M

Stock Worth

₹ 59.47M

Avg Stock(Lt/Kg)

0.11M

No of Supplier

11

Location	Total Stock	Min Stock limit	Avg Stock limit	Stock %
+ Delhi	133763	30,721.29	1,03,041.71	12.27%
+ Chandigarh	125663	28,241.29	97,421.71	11.53%
+ Uttar Pradesh	74782	15,502.35	59,279.65	6.86%
+ Madhya Pradesh	70557	14,819.35	55,737.65	6.47%
+ Gujarat	69686	14,691.32	54,994.68	6.39%
+ Karnataka	68611	14,193.71	54,417.29	6.29%
+ Telangana	66379	13,806.16	52,572.84	6.09%
+ Jharkhand	65103	14,351.30	50,751.70	5.97%
+ Maharashtra	63244	14,472.24	48,771.76	5.80%
+ West Bengal	61972	12,845.90	49,126.10	5.68%
+ Kerala	59552	14,351.63	45,200.37	5.46%
+ Haryana	59531	13,859.54	45,671.46	5.46%
+ Rajasthan	58022	14,036.62	43,985.38	5.32%
+ Tamil Nadu	57015	11,953.02	45,061.98	5.23%
+ Bihar	56317	13,602.35	42,714.65	5.17%
Total	1090197	2,41,448.07	8,48,748.93	100.00%

Dairy Stock Availability

